AMENDMENTS TO THE CLAIMS

      This listing of claims will replace all prior versions, and listings, of claims in the application:

      1.   (Previously Presented) A computer implemented method for distributing sales leads, the method comprising:

      inputting a sales lead, having lead information, to a lead processing portion of a sales lead system;

      performing a decisioning process relating to assignment of the sales lead by the lead processing portion, the decisioning process determining a recipient of the sales lead for working the sales lead, wherein at least a call center is included in the decisioning process as a potential recipient;

      assigning the sales lead to a call center in the event the sales lead is tagged for processing by the call center;

      assigning the sales lead to a sales agent having a leads credit balance above a minimum value in the event that the sales lead is not assigned to a call center, wherein sales agents having a leads credit balance below a minimum value are removed from being considered as a potential recipient, the leads credit balance is automatically generated by the lead processing portion based on leads that an agent has converted to sales and a number of new leads that the agent has obtained, the converted leads adding to the lead credit balance and the new leads detracting from the lead credit balance; and

      outputting information regarding the sales lead from the lead processing portion to the assigned recipient of the sales lead for access and working of the sales lead by the recipient.

      2.   (Previously Presented) The method of claim 1, wherein the sales lead is one of a plurality of sales leads, and wherein the decisioning process further includes:

      associating leads in the plurality of leads, which are to be assigned to a call center, with a wave number, the wave number determining the order in which each sales lead in the plurality of sales leads is assigned.

      3.   (Original) The method of claim 2, wherein the wave number is associated to each sales lead based on at least one of age of the sales lead, lead type, and endorsement status of the sales lead.

4.   (Original) The method of claim 3, wherein the wave number is associated to each sales lead based on at least lead type, the lead type being one of a new lead and a previously worked lead.

5.   (Original) The method of claim 4, wherein the associating leads in the plurality of leads with a wave number includes:

assigning new leads to a series of A-waves; and

assigning previously worked leads to a series of B- waves.

6.   (Original) The method of claim 2, wherein the decisioning process further includes:

assigning sales leads in a first wave to a respective recipient; and subsequently

assigning sales leads in a second wave to a respective recipient.

7.   (Original) The method of claim 6, wherein the decisioning process includes determining if a particular sales lead has been assigned to a recipient in a prior period of time; and

excepting the particular sales lead from assigning if the particular sales lead has been assigned to the recipient in the prior period of time.

8.   (Previously Presented) The method of claim 1, wherein the sales lead is one of a plurality of sales leads, and wherein the decisioning process further includes:

determining that at least a portion of the sales leads is to be assigned to a call center; and

performing a process to qualify or disqualify a particular call center from being a potential recipient of sales leads.

9.   (Original) The method of claim 1, wherein the sales lead is one of a plurality of sales leads, and wherein the decisioning process further includes:

determining that at least a portion of the sales leads is to be assigned to a call center; and

assigning a particular cap value to a particular call center, the particular cap value defining the number of sales leads that the particular call center can receive.

10.   (Original) The method of claim 9, wherein the assigning the particular cap value to a particular call center results in the assignment of a set of rules to the call center, the set of rules associated with the particular cap value.

11.   (Original) The method of claim 10, wherein the particular cap value is assigned by a human sales management person.

12.   (Canceled).

13.   (Previously Presented) The method of claim 1, wherein the outputting the new sales lead includes:

transmitting the lead information over the network environment to a lead distribution portion, the lead distribution portion being a web based system; and

accessing the lead distribution portion by a sales agent, to obtain information regarding the sales lead, using an agent processor, the sales agent being the recipient.

14.   (Original) The method of claim 13, further including transmitting information regarding a collection of sales leads to the sales agent, in addition to the lead distribution portion outputting information regarding the sales lead.

15.   (Original) The method of claim 13, wherein the lead distribution portion further includes outputting information regarding activities of the sales agent, in addition to the lead distribution portion outputting information regarding the sales lead.

16.   (Original) The method of claim 13, wherein the lead distribution portion further includes outputting information regarding the calendar of the sales agent, in addition to the lead distribution portion outputting information regarding the sales lead, wherein the outputting information regarding the calendar of the sales agent includes outputting at least one of a daily, weekly and monthly schedule of appointments of the agent.

17.   (Original) The method of claim 13, further including tracking the sales lead as the sales lead is worked on by the sales agent so as to generate worked-on lead information, the worked on lead information being input by the sales agent into the lead distribution portion, the lead distribution portion then outputting the worked-on lead information to the lead processing portion.

18.   (Original) The method of claim 17, wherein the worked-on lead information includes confirmation of a sale of the lead.

19.   (Original) The method of claim 13, wherein the network environment includes the Internet.

20.   (Original) The method of claim 13, wherein respective collections of leads, each including a plurality of sales leads, is respectively transmitted to different distribution portions in different regional areas, from the lead processing portion, based on lead information associated with each lead.

21.   (Original) The method of claim 1, wherein the sales lead is input from a data entry facility.

22.   (Previously Presented) A computer-implemented system for distributing sales leads, the computer-implemented system comprising:

a lead processing portion into which a plurality of sales leads are input, the sales leads each having lead information, the lead processing portion performing a decisioning process relating to assignment of the sales leads, the decisioning process determining the a recipient of each of the sales lead for working the sales lead, wherein the decisioning process further comprises:

assigning the sales lead to a call center in the event the sales lead is tagged for processing by the call center; and

assigning the sales lead to a sales agent having a leads credit balance above a minimum value in the event that the sales lead is not assigned to a call center, wherein sales agents having a leads credit balance below a minimum value are removed from being considered as a potential recipient, the leads credit balance is automatically generated by the lead processing portion based on leads that an agent has converted to sales and a number of new leads that the agent has obtained, the converted leads adding to the lead credit balance and the new leads detracting from the lead credit balance; and

outputting information regarding each sales lead from the lead processing portion to the assigned recipient of the sales lead for access and working of the sales lead by the assigned recipient.

23.   (Previously Presented) The computer-implemented system of claim 22, wherein the lead processing portion provides for:

associating leads in the plurality of leads, which are to be assigned to a call center, with a wave number, the wave number determining the order in which each sales lead in the plurality of sales leads is assigned.

24.   (Original) The computer-implemented system of claim 23, wherein the lead processing portion further provides for:

assigning a particular cap value to a particular call center, the particular cap value defining the number of sales leads that the particular call center can receive; and

wherein the assigning the particular cap value to a particular call center results in the assignment of a set of rules to the call center, the set of rules associated with the particular cap value.

25.   (Previously Presented) A method for distributing sales leads, the method comprising:

inputting a sales lead, having lead information, to a lead processing portion;

performing, by the lead processing portion, a decisioning process relating to assignment of the sales lead, the decisioning process determining the recipient of the sales lead for working the sales lead, wherein at least a call center is included in the decisioning process as a potential recipient;

assigning the sales lead to a call center in the event the sales lead is tagged for processing by the call center;

assigning the sales lead to a sales agent having a leads credit balance above a minimum value in the event that the sales lead is not assigned to a call center, wherein sales agents having a leads credit balance below a minimum value are removed from being considered as a potential recipient, the leads credit balance is automatically generated by the lead processing portion based on leads that an agent has converted to sales and a number of new leads that the agent has obtained, the converted leads adding to the lead credit balance and the new leads detracting from the lead credit balance; and

outputting information regarding the sales lead from the lead processing portion to the recipient of the sales lead for access and working of the sales lead by the recipient;

wherein the sales lead is one of a plurality of sales leads, and wherein the decisioning process further includes:

associating leads in the plurality of leads, which are to be assigned to a call center, with a wave number, the wave number determining the order in which each sales lead in the plurality of sales leads is assigned; and

wherein the sales lead is one of a plurality of sales leads, and wherein the decisioning process further includes:

assigning a particular cap value to a particular call center, the particular cap value defining the number of sales leads that the particular call center can receive.

     26.   (Previously Presented) The method of claim 17 further including accessing the lead information, by a sales management person, the sales management person monitoring working of the lead by the assigned agent.